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Iowa
DEVELOPMENT
COMMISSION

September 1984

Industrial Expansions

Kitchens of Sara Lee announces expansion plans

Kitchens of Sara Lee officials in New Hampton announced plans to expand production and hire 220 new employees before the end of the year.

According to Paul Bruggemeier, director and general manager, "We will be hiring approximately 100 employees now to increase our production lines. We will finish installation of a new oven in November and plan to begin a new savory croissant line in late December or early January. We will hire an additional 120 employees to operate the new production line at that time."

The new savory croissant production line — a new product which will produce meat-filled crescent-shaped rolls — is expected to increase annual production at the Sara Lee facility to an all-time high of over 6.5 million cases of frozen sweet goods and food service items.

Sara Lee Production Manager Dale Gribble said the planned expansion and implementation of a new production line will be one of the largest undertakings for the company in the 13 years Sara Lee has been in New Hampton.

"This new line will be one of the most exciting things we've done here," Gribble said. "Our new savory croissant line is going to be an innovation in the industry. Nobody else is making anything like it and the market appears to be wide open."

Warehouse space within the 360,000-square-foot plant facility will be renovated for a new oven and the new production line. Sara Lee presently has three ovens which produce frozen sweet goods and rolls.

Sara Lee's expansion is expected to increase the payroll dramatically in the next year.

Farmhand moves operations to Grinnell

Farmhand, Inc. announced plans to discontinue manufacturing at its Richmond, Indiana, manufacturing facility and transfer production to its facility in Grinnell. The transfer should be completed by January 1, 1985.

Farmhand purchased the Richmond, Indiana, facility, along with the product line and other assets of Dunham Lehr, in June 1982. The factory produces front-end loaders and tillage equipment, and currently employs 111 workers.

Webster City Products Company
A Division of White Consolidated Industries, Inc.
to expand Jefferson plant

The Webster City Products Company is launching a $12 million renovation and expansion of its Jefferson transmission plant, a plant that will double the plant's production of transmissions used in laundry equipment.

John Patrou, president of Webster City Products which is headquartered in Webster City, said plans call for gradual replacement of existing manufacturing equipment through mid-1985. According to Patrou, the new equipment will double the output of the nearly 100 workers employed by the Jefferson operation.

J.M. Grimstad, Inc. relocates to Cedar Falls Industrial Park

J.M. Grimstad, Inc., headquartered in Milwaukee, has accepted the $1,000 offer of the Cedar Falls Industrial Development Association Board of Directors to locate in the city-utility owned Cedar Falls Industrial Park. The engineering sales firm, specializing in hydraulic and pneumatics, will move into a new 6,000-square-foot building and will hire four additional employees.

NASH FINCH COMPANY announces store plans

Plans for a 72,000-square-foot "superstore" in northeast Cedar Rapids were announced by the Nash Finch Company, the giant food wholesaler and retailer which currently has a distribution center in Cedar Rapids.

To be operated under the "econo-FOODS" name, the store is to be opened as soon as construction can be completed.

The announcement said the store will feature a wide variety of produce, meat, groceries, health and beauty aids and non-food items. There also will be a full-service bakery and delicatessen.

Nash Finch expects the new unit to provide about 150 new jobs.

Garst has broken ground for new research facility

The Garst Seed Company has broken ground for a new research facility in Slater that will serve as headquarters for the company's research department.

The $3.2 million, 40,000-square-foot facility will include administrative offices, a greenhouse, seed laboratory and maintenance and storage building.

At the facility, Garst Seed geneticists will concentrate on conventional plant breeding techniques, as well as new biochemical technology aimed at improving crop yields.

The Slater center, which should be completed sometime next winter, is expected to have an employment of over 200 when in operation.

Located in Coon Rapids, Garst Seed is currently the third largest seed company in the U.S.

Committee for Iowa's Future Growth

In July, Governor Terry Branstad named 35 Iowans to serve on the Committee for Iowa's Future Growth — a special effort to chart a course for the state's economic well-being.

The group of business, educational and civic leaders from 26 communities throughout Iowa recently met at the Iowa Development Commission to begin the task ahead of them — to analyze the economic scope of Iowa which has a direct relevance to economic development and develop strategies and recommendations for the future.

In addressing the Committee, Governor Branstad emphasized that economic development takes a team effort that goes beyond the Legislature and Governor's Office to assist, encourage and facilitate the creation of jobs and decrease outmigration of Iowa's young people due to lack of job opportunities.

"It is imperative that economic development be an all-Iowa initiative. It is not enough to have an Iowa Development Commission blueprint or even a Branstad blueprint. We ask you, the members of this Committee as an autonomous and independent bipartisan group, to build a blueprint that has received careful scrutiny and input from those directly responsible for creating jobs," said Branstad.

In charging committee members with their mission, Chairperson Gerald Kirke, chairperson of Kirke-Van Orsdel, Inc. of Des Moines, said, "We Iowans can go ahead with 'business as usual' and see each succeeding economic recession further erode our economic base. Or, we can take the needed steps to convert cyclical gains into a durable economic renaissance, with more and better jobs for our people."

During the meeting, Kirke announced the formation of task forces to look into specific areas affecting the state's economy. Task forces, their chairpersons and members are: Agriculture) Tom Dorr (chairperson), a farmer from Marcus; John Chrystal, president of Iowa Savings Bank in Coon Rapids; Dr. Lee Kolmer, dean of the college of agriculture at Iowa State University; Dean Kleckner, president of Iowa Farm Bureau in Rudd; and Robert Gleeson, president of Gleeson Construction in Sioux City — Communications) Harry Slife (chairperson), president of Black Hawk Broadcasting Company in Waterloo; Kenneth Rains, president of Atlantic and Council Bluffs Local CWA #7113 in Atlantic; Dave Norris, publisher of the *Marshalltown Times-Republican*; and Harlan Hockenberg, an attorney and second vice president of the Des Moines Chamber of Commerce — Distribution) Michael Crawford (chairperson), chancellor of Eastern Iowa Community College District in Davenport; Grace Flynn, corporate secretary of Farmers Casualty Company in West Des Moines; Judy McCoy of McCoy Goldsmiths & Jewelers in Dubuque; and Robert Stapleton, president of the Clinton Area Development Corporation — Education & Training) Dr. Pat Geadelmann (chairperson), assistant vice president of academic affairs at the University of Northern Iowa; Donald Byers, secretary and general counsel of The Maytag Company in Newton; Robert Wright, secretary/ treasurer of the Iowa State Building and Construction Trade Council in Des Moines; and Arlene Steege, Pottawattamie County supervisor in Council Bluffs — Financial Services) Jack Evans (chairperson), Securities Corporation of Iowa in Cedar Rapids; Dr. George Daly, dean of the college of business administration at the Univeristy of Iowa; Edward King, mayor of Mt. Pleasant; and John McIntee, state representative from Waterloo and president of the Iowa Homebuilders Assocaiton — Health & Medical Technology) Lt. Governor Robert Anderson (chairperson); Sister Patricia Sullivan, president of Mercy Health Center in Des Moines; C.R.S. (Si) Anderson, president and chief executive officer of Iowa Southern Utilities in Centerville; and David Steinle, president of RB, Inc. (KBUR/KGRS radio) and president of the Burlington Area Development Corporation — Manufacturing) James Churchill (chairperson), president of Avionics Rockwell-Collins in Cedar Rapids; Dick White, plant manager/ Ankeny works for Deere and Company in Des Moines; Henry Meyer, president of Amana Refrigeration; Tom Jolas, president of Mason City Development Association; and Terri Schroeder, city manager for Iowa Falls — Transportation) James Wengert (chairperson), president of the Iowa Federation of Labor (AFL-CIO) in Des Moines; Virgil Umthun, president of Umthun Trucking in Eagle Grove; Frank Magid, president of Frank Magid & Associates in Marion; and Doris Hansen, owner of Doris Hansen Accounting in Sioux City.

The next general meeting of the Committee on Iowa's Future Growth is scheduled for September 24.

At the first meeting of the Committee for Iowa's Future Growth, Chairperson Kirke accepted IDC staff assistance, offered by Jack Bailey, director of the IDC.

Wanted: Super Sales Citizens

Think selling Iowa to a born and bred Chicagoan is easy? Just try it. Response varies from a rare warm-and-friendly to a far more natural we're-not-interested. That was the lesson learned on the IDC's "Sell Iowa" trip in mid-July.

Local economic development professionals joined Governor Terry Branstad and a group of IDC staffers in calling on those Chicago firms with existing Iowa plants and those we feel should have an Iowa plant in their future. Those with facilities in our fair state were most welcoming and appreciative of our attention. But only stubborn Iowa resolve kept the team from utter discouragement at the response of the vast majority.

But hey! Who said selling Iowa was gonna be easy, huh? Especially to a Chicagoan. **We** know Iowa is wonderful — we just have to convince the rest of the world.

Though we Iowans have a reputation for informal salesmanship on our travels nationwide and abroad, every one of us suffers just a bit of modesty, which translates into self-consciousness when challenged. Luckily, the things that mean the most to big (and small) business have nothing to do with the things we're most often teased about. The prime consideration to business people is profitability, and that we have. It does an Iowan good to get out there and tout the reasons Iowa makes good business sense.

Among the headliners is productivity. Talk to national firms about their Iowa operations and one message comes through loud and clear: the productivity of their Iowa plant outperforms their other plants. That's no surprise to us Iowans. The old-fashioned work ethic was practically born here. We like to think of sloth as extinct within our

Another strong selling point is Iowa's unique jobs training program. All states have access to federal programs, but only in Iowa can plant managers save thousands of dollars in training costs by applying taxes paid on property and equipment to job training, and still hand pick their employees.

Ever hear of Iowa's single-factor income tax? That means that a company pays taxes only on those sales negotiated with Iowa companies. That saves lots of tax dollars, and surprisingly not all states offer this advantage.

When you're selling Iowa, don't forget about our quality of life. We tend to take it for granted. But all you have to do is live in a congested metropolis for a few years, or suffer through a poor public education, or breathe unbreathable air to appreciate what Iowa has to offer. The "natural" pressures we complain about most vocally (extremes in temperature for example) pale in comparison. We just complain about the weather because it's . . . well, it's traditional. After all, our heritage is agricultural.

Getting back to business, many corporations are impressed that Iowa is a "right to work" state. Iowans don't like anyone telling them they *have* to join a union, and it turns out lots of non-Iowans feel the same way.

Think you could sell Iowa in Milwaukee? or New York? or Singapore? The best people to do the job are those who really appreciate what we have to offer. And those people aren't limited to the staff of the Iowa Development Commission, or local economic development professionals, or governors. The more Iowans selling Iowa, the better off we'll be. Go ahead and brag a little . . . to your family, to your neighbors, to visitors and tourists. The first step in selling is believing in your product. Those of us who love Iowa can do it best.

$1.7 million awarded for community development

The Iowa Community Development Loan Program (ICDL) has recently awarded $1.7 million in interest-free loans to seven communities for construction and improvement of public works and facilities needed to support businesses and industries. These loans of up to $250,000 will be paid back to the state over a seven to fifteen year period.

The seven communities — Creston, Dubuque, Eddyville, Guttenberg, Northwood, New Hampton and Osceola — were selected from among 23 cities that applied for funding under the program. The selection was made on a competitive basis that took into account job creation or retention, unemployment rates, the relative need for public assistance and a variety of other factors. It is estimated that over 1,100 jobs will be created or retained by the funding of these projects.

For one community, Guttenberg, the $250,000 loan will be used to support the development of a new industry. According to Karen Merrick, mayor of Guttenberg and an IDC commissioner. "These funds are the shot in the arm we needed to lure a new industry to Guttenberg. We were competing with Wisconsin which also offered public assistance and we have won."

Dr. Edward J. Stanek, director of the Office for Planning and Programming (administrators of the program), charactrerizes ICDL as "a partnership between the state, cities and businesses to pull together in stimulating our economy. Not only do these funds come back to the state to create more jobs in future years, but the increased payroll and taxes received make this an attractive program for everyone."

Balloon Championship inflates Indianola economy

The Balloonist's Prayer

The winds have welcomed you with softness,
The sun has blessed you with its warm hands.
You have flown so high,
And so well,
That God has laughed with you,
And set you gently back into the arms of Mother Earth.

For 10-days at the beginning of each August, the skies above Indianola come to life as hundreds of hot air balloons gracefully rise and float through the air during the U.S. National Hot Air Balloon Championship. Beginning in 1971 with fewer than a dozen participants, the Nationals now annually attract over 200 balloonists and 250,000 spectators to the Indianola area.

According to Alan Vandehaar, executive vice president of the Indianola Chamber of Commerce, "The presence of the Nationals affects our community in at least two general areas — social/cultural and economic."

A formal economic impact study has not, at this time, been conducted. However, a study compiled by Everhart & Associates for the National Balloon Museum, and utilizing IDC data, suggests that the direct economic impact is in excess of $5 million for the Indianola/Des Moines area during the 10-day event.

"Some local merchants," states Vandehaar, "particularly those in the restaurant, service station and balloon paraphernalia businesses, indicate that the influx of dollars is comparable to the Christmas shopping season."

The first U.S. National Hot Air Balloon championship was held in 1970 at the Iowa State Fair, with Indianola hosting the preliminaries. The next year, the Championship was moved to Indianola and in 1978, Indianola became the permanent site of the annual races.

The vast majority of residents in Indianola and Warren County, who are very proud to host this widely-known, family-oriented event, have provided the many hours of volunteer labor needed to make the races an annual success. Since the '70s, ballooning has become a way of life for Indianola residents and as Vandehaar states, "Many long-term friendships have been established because of balloons. A substantial number of pilots stay as guests of local residents each summer."

History of ballooning

The first hot air balloon flight was recorded in Paris 200-years ago on November 21, 1783. For the next 180 years, gas balloons were used in science, war, commerce and sport.

With the development of lightweight synthetic fabrics and onboard propane-fueled heater systems in the '60s, hot air ballooning experienced a dramatic revival. Today, it has become one of the most rapidly growing sports in the nation.

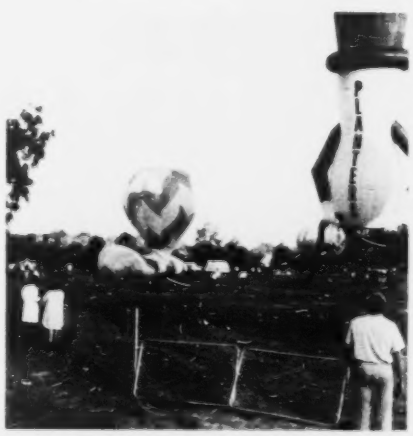
As the sport grew, and enthusiasts developed competitive events to test their skills, the Balloon Federation of America (BFA) was founded to advance the sport of ballooning and to promote ties between aeronauts in the United States and the rest of the world.

The long history of ballooning is exhibited in the National Balloon Museum, currently located at the "Old House" in Indianola. However, plans and fund-raising efforts are currently underway for the construction of a new facility. In addition to museum display and storage, the new building will provide office space for National Balloon Championship, Ltd., a non-profit volunteer organization formed in 1973 by interested Indianola citizens; workroom and meeting room areas; food handling facilities; and audio-visual and film viewing areas.

"The completion of the new structure," states Vandehaar, "will further enhance Indianola's reputation as the "Hot Air Balloon Capital of the World." In addition, the new facility will provide us with the needed space to highlight the innovations over 200 years. I think it will become a year-round attraction for both the residents of Iowa and other travelers through our state."

Balloon watching

Even with the huge crowds that come to Indianola throughout the 10-day event, scheduled next year for August 2-11, there is an air of serenity as the balloons float gently into the air. There is no admission charge and no need to fight the crowds since spectators can view these graceful giants of the sky from anywhere in or around the Indianola area. However, those spectators that do let their curiosity get the better of them and slip down to the balloon field get to enjoy the spectacle of watching these colorful bags of hot air carry their pilots high into the sky, while enjoying the friendly atmosphere provided by the residents of Indianola.



Fair-Play tallys 50 years

Elmer E Foster (above, founder of Fair-Play Scoreboards, built the first scoreboards in the basement and attic of his home. Many of these boards are still being used today.

Today, Fair-Play is still a family-owned business, with J. Y. (Jack) Foster (right), the eldest son of E. E. Foster, serving as president. In addition, Robert P. Foster, Jack's brother, serves as vice president; Alan S. Foster, Jack's son, serves as purchasing director; and Michelle Foster, Jack's daughter, serves as marketing director.

Fifty years ago, Elmer E. Foster, the high school superintendent and physics instructor in Dallas Center, was officiating a tense basketball game between Dallas Center and Adel. With Dallas Center ahead by two, Adel shot and made a basket at the gun to apparently tie the game. However, one of the two timekeepers for the game claimed the ball had been shot after time ran out, the other disagreed. After having to resolve the dispute in Adel's favor, a determined Elmer Foster went home and devised an electric wall clock showing the time left to play and automatically sounding a horn when time had expired.

This scoreboard was installed in the Dallas Center High School gym and generated the interest of visiting teams. That summer, Foster began making additional scoreboards in the attic and basement of his home, but demand for his product increased to the point that in 1938, Foster resigned from teaching and Fair-Play Scoreboards became a full-time operation.

Today, Fair-Play — one of three major competitors in the field — has sold over 85,000 scoreboards within the United States and abroad, which represents about half of the total sold. On an annual basis, Fair-Play manufactures and ships between 3,000 and 4,000 scoreboards, with the majority of these being basketball, baseball and football scoreboards. And, current statistics indicate that production for the football season is going to be substantially higher than last year's.

According to Michell Foster, marketing director specializing in international marketing and the granddaughter of the founder, "Our business is divided into two primary categories — catalogue sales and custom sales. The catalogue sales include scoreboards which are direct descendants of the first boards my grandfather built in his garage. These are our bread and butter sales which we encourage with strong advertising and public relations support."

"Our custom sales are to larger clients and organizations whose scoreboard needs are more sophisticated. A good example of this is our recent installation in the Liberty Bowl. We developed a totally new product for them — one that incorporates computer-generated graphics, fiber optic data transmission and brilliant color. We were able, in custom sales, to respond precisely to our customers' wishes."

In the last ten years, with ever-shrinking school budgets and high interest rates, Fair-Play's traditional market began declining. "To respond to this," states Foster, "we have

Computer-generated graphics have taken the scoreboard from a record-keeping function to a source of entertainment for fans during sports activities.

repositioned our product in the marketplace. An ever-increasing number of our boards are being sold as an advertising medium for national soft drink and beer bottlers, as well as by local businesses." In fact, advertising-sponsored scoreboard sales at Fair-Play have tripled since 1982.

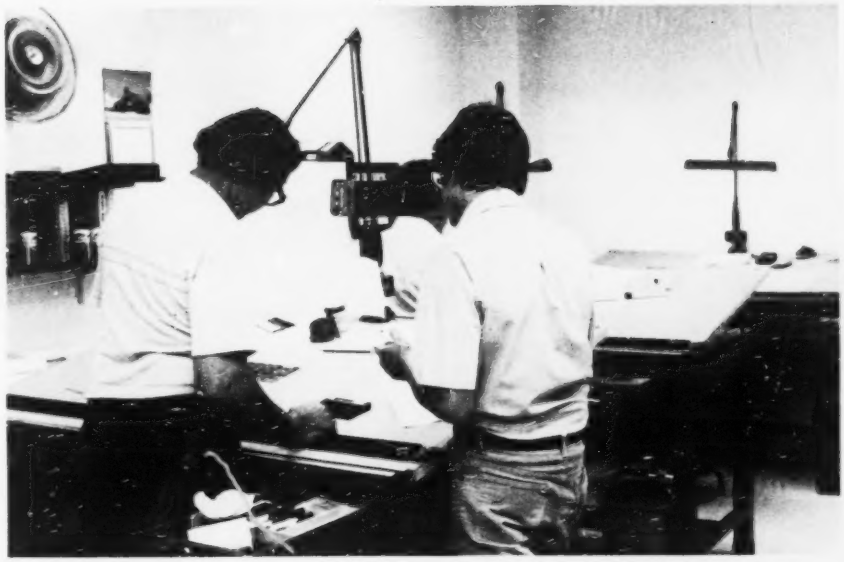
For advertisers whose products are highly targeted towards sports conscious consumers, scoreboards have proven to be a cost-effective, medium. The boards are highly visible during sports activities, and research has shown that fans see a scoreboard greater than 150 times per game while viewing the score, time remaining and player statistics. In addition to the reach and frequency, advertisers who donate scoreboards create a significant amount of goodwill among the sports world and among sports fans. For these reasons, advertiser-sponsored boards currently account for between 33 and 40 percent of Fair-Play's annual dollar value sales. Five years ago, this number was fairly constant at 20 percent, while ten years ago it was at a ten percent level.

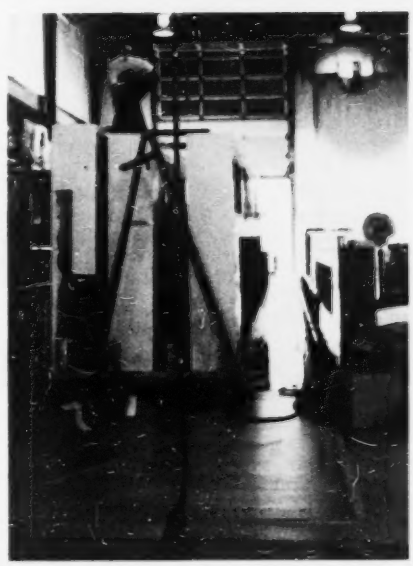
"We see this trend continuing," states Foster. "Critical to the success of these efforts is the relaxation of rules which currently prohibit advertising in school, college and university owned sports facilities. Without this, sponsored scoreboards will be found primarily in professional arenas."

Other primary trends in the scoreboard industry today are color instant replay and animation. States Foster, "Providing message centers capable of showing animation and graphics will be an increasingly large segment of Fair-Play's business throughout the foreseeable future."

Currently, Fair-Play Scoreboard occupies a 75,000-square-foot building in Des Moines, and recently had to lease an additional 10,000-square-foot of warehouse space to handle new storage requirements created by increased sales. In addition, due to accelerated sales activity, Fair-Play has increased its permanent employment by 25 percent.

"The repositioning of our product has demanded that we become simultaneously more innovative and efficient," states Foster, "It will allow the company to maintain and enhance the position and reputation developed in the past fifty years in this field, and we look toward a more productive future as specialists in manufacturing large scale incandescent displays."





Specializing in outdoor signage, Fair-Play's engineering department (above) designs each custom board to meet customer's needs. In addition, they have designed a more energy efficient, low maintenance board, using LED lights.

Before each board is shipped to its final destination (below), each energy pack is tested (right).

A typical agreement between Fair-Play, a ball club and an advertiser provides that the advertiser buys a scoreboard from Fair-Play; Fair-Play then installs and maintains it; and at the end of ten years (or less), the scoreboard becomes the property of the club.

Governor's Mission to Asia scheduled

Governor Terry E. Branstad will lead a 15-day trade mission to Asia, beginning September 22. The Governor and trade mission participants will make calls for new export sales on companies located in Hong Kong, People's Republic of China, Tokyo and Kofu, Japan. While in Hong Kong, the Governor will officially open the Iowa Asian Trade Office, co-located with the Ertl (H.K.) Company in the World Shipping Center at Harbour City in Kowloon.

In addition to establishing trade contacts, the Governor will be renewing the sister state relationships with officials in both the Hebei Province in the People's Republic of China and in the Yamanashi-ken Prefecture in Japan.

For more information about the trade mission, contact the International Trade section of the IDC's Marketing Group at 515/281-3138.

International business leads

Call 515/281-3581 for more information.

Ultrasonics — A German firm is looking for a partner with a strong marketing department, or an interest in establishing one, for the distribution of its ultrasonic cleaning, welding and drilling machines. The cooperation would evolve into manufacture of the ultrasonic machinery under license. *(G123-0336L)*

Packaging — A French engineering company that specializes in designing and developing machinery for the packaging industry is seeking to license the manufacturing rights for both the machinery and the plastic-packaging products developed and patented by the firm. The products line consists of thermo-forming and thermo-sealing machines used extensively in pharmaceuticals, food processing and home appliances. Also available for licensing is a newly-developed, highly-effective ice-cube tray for intensive use. *(F23-2730L)*

Relays — A German manufacturer of electronic relays and controls is seeking a U.S. distributor for its products. Cooperation would eventually evolve into a joint venture to manufacture the products directly in the United States. The German firm was established in 1961 and employs about 100 workers. *(G53-4236J)*

Packing material — A Spanish company is interested in pursuing a joint venture or licensing agreement with a U.S. firm. The Spanish company is a manufacturer of laminated flexible packing material used extensively in meat packing, as well as in the medical field. *(E74-3030JL)*

Automotive parts — A French forging company is looking for a joint venture or financial participation with a similar U.S. company. The French company produces hot and cold forged parts for the automotive market with highly automated processes. The company employs 800 people and lists sales of over $100 million. *(F74-3134JA)*

Locking system — A French company is seeking to entertain a licensing agreement or a joint venture with a U.S. firm. The French firm is offering the patented technology of their integral peripheral locking system for closures. The system, while unique and simple, is highly effective in preventing break-ins. *(F74-3234JL)*

Highway maintenance equipment — A French firm is seeking a joint venture partner who could distribute and manufacture products for highway maintenance, including any level mowing and brush-cutting tasks. All equipment works by flailing methods. The French company presently employs 150 people. *(F74-3335J)*

International Trade Exhibitions

Made in U.S.A. Fair — International Exhibition Hall, Nagoya, Japan, March 11-14, 1985 — featured product categories are medical equipment and supplies; computer-assisted design/manufacturing; and biotechnology. Sponsored by Japan External Trade Organization (JETRO).

Food & Drink Exhibition 85 — London Olympia, London, England, February 25-March 1, 1985 — food and drink industry's premier exhibition in Britain.

"ProPakAsia" — The International Food Processing & Packaging Technology Exhibition & Conference for South East Asia, Singapore, April 15-18, 1985 — detailed marketing prospects for the Food Processing and Packaging Industries in ASEAN is available on request.

"Mineria '85" — United States Trade Center, Liverpool, Mexico, February 12-15, 1985 — exhibition of mining machinery and equipment. Interested companies can contact Charles B. Crowley, project manager, U.S. Trade Center, Box 3087, Laredo, TX 78044; or call 905/591-0155.

Saudi Food Processing & Packaging 85 — Riyadh Exhibition Center, Saudi Arabia, February 10-14, 1985 — exhibits will include slaughtering and meat processing technology; milk and dairy processing; biotechnology; commodities; and packaging machinery and materials.

For more information about these trade exhibitions, call 515/281-8515.

Iowa Ag & Business Indicators

Compiled by the Iowa Development Commission

Labor Demand and Supply[1]

May, 1984

Service Areas	Individual Placements	New Applicants & Renewals	Service Areas	Individual Placements	New Applicants & Renewals
Ames	117	686	Iowa City	239	1,571
Atlantic	118	230	Keokuk	56	393
Burlington	215	1,507	Marshalltown	169	603
Carroll	79	409	Mason City	275	697
Cedar Rapids	170	1,838	Muscatine	39	410
Centerville	44	201	Newton	107	517
Charles City	28	90	Oskaloosa	82	391
Clinton	156	793	Ottumwa	96	655
Council Bluffs	225	997	Sheldon	116	221
Creston	38	326	Shenandoah	102	527
Davenport	326	2,146	Sioux City	301	1,714
Des Moines	890	2,777	Spencer	74	401
Dubuque	250	1,434	Storm Lake	82	285
Fairfield	50	248	Waterloo	296	2,193
Fort Dodge	246	958	Webster City	32	245
Fort Madison	77	373	Statewide	5,185	24,571

[1]All new applicants and job openings listed with Iowa Department of Job Service

U.S. Consumer Price Index

	May 1984	May 1983
All Urban Consumers (1967 = 100)	303.5	297.1

U.S. Composite Construction Cost Index

	April 1984	April 1983
U.S. Composite Construction Cost Index (1977 = 100)	161.9	156.8

Business Data

	5/84	5/83	5 mos./84	5 mos./83
New Car Registrations	8,295	7,058	39,046	36,047
Iowa Savings & Loan ($000,000)				
Total Loans Closed	62.3	43.6	253.2	137.3
Savings	2.6	36.1	101.6	492.8
Work Force (000)	1,385.2	1,389.6	1,341.7	1,351.6
Unemployment	64.7	86.5	76.4	100.2
Rate (% of work force)	4.7	6.2	5.7	7.4
Employment	1,320.6	1,303.0	1,265.3	1,251.3

Value of New Dwellings[1] ($000)

	6/84	6/83	6 mos./84	6 mos./83
Ames	$ 433.0	$ 499.0	$ 1,005.0	$ 1,362.0
Bettendorf	1,019.9	714.0	4,620.3	2,896.6
Burlington	550.0	434.5	876.0	710.7
Cedar Falls	534.1	233.1	1,208.1	824.3
Cedar Rapids	428.4	162.5	2,108.2	890.4
Clinton	40.0	190.0	280.0	371.5
Council Bluffs	1,450.1	742.7	3,838.5	1,071.4
Davenport	710.7	906.2	4,446.2	3,650.0
Des Moines	16,674.8	457.9	20,444.9	3,119.9
Dubuque	124.3	86.1	880.5	420.7
Fort Dodge	115.0	0	857.7	666.3
Iowa City	2,060.2	3,873.0	12,899.3	19,375.9
Keokuk	155.0	0	371.0	197.0
Marion	186.6	32.4	844.6	436.4
Marshalltown	98.0	0	372.0	237.0
Mason City	308.3	665.0	1,798.8	1,058.2
Muscatine	232.0	141.8	910.0	2,908.6
Newton	74.0	0	165.3	0
Ottumwa	57.0	140.0	189.0	445.0
Sioux City	248.6	145.7	1,221.9	747.5
Urbandale	1,080.7	616.3	9,555.4	2,864.4
Waterloo	209.0	520.5	781.5	1,230.5
W. Des Moines	1,247.5	1,734.9	7,123.7	7,334.0
Total	**$ 28,037.2**	**$ 12,295.6**	**$ 76,797.9**	**$ 52,818.3**

[1]Single, two-family and multiple residential dwellings, based on housing permits issued.

Farm Retail Price Spreads

	May 1984	May 1983
Beef, Choice:		
Retail price (cts./lb.)	241.9	246.7
Net carcass value (cts.)	146.9	155.9
Net farm value (cts.)	137.8	147.8
Farm-retail spread (cts.)	104.1	98.9
Pork:		
Retail price (cts./lb.)	158.6	171.1
Wholesale Value (cts.)	110.6	106.0
Net farm value (cts.)	75.6	75.2
Farm-retail spread (cts.)	83.0	95.9
Dairy Products:		
Retail cost (1967 = 100)	251.0	250.3
Farm value (1967 = 100)	253.8	258.9
Farm-retail spread (1967 = 100)	248.5	241.4
Eggs:		
Retail cost (1967 = 100)	218.9	181.8
Farm value (1967 = 100)	223.3	196.9
Farm-retail spread (1967 = 100)	212.4	159.9

Personal Income Quarterly Periods

	1984 I	1983 I
Personal Income ($000,000)	36,566	30,722

Stock Index

	Iowa*	Dow Jones Industrial
April, 1984	204.58	1,170.75
May, 1984	194.32	1,104.85
June, 1984	197.80	1,132.40

*Robert C. Westlund, Piper, Jaffray & Hopwood, Inc. (1967 = 100)

Average Price Received by Farmers

	6/84	5/84	6/83
Corn, bu.	$ 3.30	$ 3.28	$ 2.96
Soybeans, bu.	7.61	8.08	5.81
Oats, bu.	1.95	2.07	1.61
Hogs, cwt.	48.30	47.30	43.60
Beef cattle, cwt.	55.80	56.80	61.10
Calves	56.30	58.40	64.20
Milk (whls), cwt.	12.50	12.70	12.80
Sheep, cwt.	13.10	12.40	13.60
Lambs, cwt.	60.50	62.00	53.60
Eggs (market), doz.	.44	.50	.44
All hay, ton baled	76.00	82.00	55.00
Turkeys, lb.	.41	.41	.37

Average Price Paid by Farmers

	6/15/84	6/15/83
Beef cattle concentrated, 32-36%	$ 13.40	$ 13.10
Hog feed, 38-42% protein	14.80	15.40
Soybean meal, 44% protein	12.00	12.50
Dairy feed, 16% protein	193.00	195.00
Poultry feed, layer ration	210.00	190.00

Commodity Feed Price Ratios

	6/15/84	6/15/83
Hog — corn[1]	14.6	14.7
Beef cattle — corn[1]	16.9	20.6
Egg — feed[2]	4.8	5.0
Milk — feed[3]	1.30	1.31

[1]Bushels of corn equal in value to 100 lbs. of hog or cattle liveweight.
[2]Pounds of laying feed equal in value to 12 eggs.
[3]Pounds of concentrate ration equal in value to 1 lb. of wholesale milk.

IPDC receives first royalty check

The Iowa Product Development Corporation (IPDC) received its first royalty check from Mach III of Mason City. The manufacturer of "Lightwave," retro-reflective consumer items, is estimating first year sales of over $2 million.

IPDC was enacted in 1983 by the Legislature to assist companies with new products and a need for risk capital. First year activity shows strong potential. As of June 30, IPDC has approved investment in or letters of intent to four projects, committing $610,000 of the $4.48 million necessary to launch the new products. First year employment from these projects is estimated at 95 new jobs. IPDC's first investment, made last December, is currently 20 percent ahead of its employment estimate.

Doug Getter (left), group manager of research for the IDC, accepts the first royalty check of $548.65 for the Iowa Product Development Corporation from George Sammis (right), president of Mach III of Mason City.

State bid forms simplified

The state of Iowa buys about $200 million dollars worth of goods and services yearly. Many small businesses already participate in state contracts, either as prime or sub-contractors. Now, with the development of a standard Bidders Application form, Iowa small businesses will find it easier to enter the state's buying process.

The Department of General Services, Department of Transportation and Board of Regents — the principal state purchasing agencies — together with the Small Business Division of the IDC, have adopted a standardized bidder's listing form. According to Max Milo Mills, administrator of the Small Business Division, this new application form will enable many new suppliers to participate in bidding on state contracts and will identify them as small business bidders.

The new forms are available from the Iowa Development Commission, and bidders can use the toll-free "Call One" number — 800/532-1216 — to request them. Bidders can fill out the forms and then file them with one or more of the purchasing agencies in order to be placed on the bidders list.

As contracts come up, the bidders will be provided with specifications of the proposed purchase and invited to submit bids. Not all suppliers will be solicited for all purchases. In cases where the invitations are limited, the bidders will be rotated.

In making the announcement, Governor Terry Branstad said that involving more small businesses in bidding for state purchases may help the state save money and help small businesses create jobs.

Olsen named manager of food production & processing

Mervyl Olsen has been appointed manager of the food production and processing section of the IDC's Marketing Group, replacing Lynette Broders who resigned to attend law school. In addition, Olsen will continue to serve as acting manager for the services and distribution section of the Marketing Group.

Olsen joined the IDC after a distinguishing 21-year history as an owner/operator of a small business in Cherokee. He was also director of the Cherokee Industrial Development Corporation for three years, and served as Cherokee's airport commissioner and a member of the city council.

A graduate of the National School of Aeronautics in Kansas City, MO; the Curtiss Wright Engineering School in Buffalo, NY; and the Army/Air Force Flight Engineers School in St. Joseph, MO, he served three years in the Air Force.

Available Buildings

This is not a complete list of all buildings available in Iowa. For further information, please call 515-281-3251.

Square Footage	Community	Former Use
10,000	Charles City	Spec Building
10,814	Anita	Commercial
11,760	Manson	Industrial
12,000	Sioux City	Spec Building
12,152	Des Moines	Manufacturing
13,500	Britt	Commercial
13,500	New Hampton	Industrial
15,200	Brooklyn	Manfuacturing
16,500	Adair	Industrial
20,000	Clinton	Spec Building
20,000	Coralville	Heavy Industrial
20,000	Maquoketa	Spec Building
21,000	Corning	Spec Building
21,205	Oskaloosa	Spec Building
21,379	Waterloo	Commercial
22,500	Red Oak	Spec Building
23,000	Waverly	Spec Building
23,800	Oelwein	Industrial
25,248	Marshalltown	Light Manufacturing
30,000	Marshalltown	Spec Building
30,000	Newton	Manufacturing
31,516	Webster City	Distribution
32,580	Sioux City	Light Manufacturing
37,500	Spencer	Manufacturing
40,000	Creston	Spec Building
42,300	Jefferson	Light Industrial
45,486	Humboldt	Warehousing
49,474	Albia	Manufacturing
51,600	Cedar Rapids	Manufacturing
54,240	Camanche	Industrial
65,106	Ottumwa	Industrial
66,647	Waterloo	Industrial
72,000	Davenport	Light Industrial
78,317	Fairfield	Heavy Industrial
85,000	Burlington	Heavy Manufacturing
120,500	Boone	Manufacturing
121,500	Sioux City	Heavy Industrial
137,500	Centerville	Manufacturing
159,339	Mason City	Manufacturing
169,000	Red Oak	Manufacturing
202,300	Sigourney	Manufacturing
248,530	Waterloo	Manufacturing
285,000	Maquoketa	Industrial
416,623	Ottumwa	Heavy Manufacturing

Iowa® DEVELOPMENT COMMISSION

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